U.S. GENERAL SERVICE ADMINISTRATION
FEDERAL SUPPLY SERVICE

AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICELIST

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!™, a menu-driven database system. The internet address for GSA Advantage!™, is: http://www.gsaadvantage.gov

Multiple Award Schedule

FSC Group: Professional Services  
FSC Class: 541611

Contract Number:  
47QTCRAA22D001L

Contract Period:  
October 29, 2021 – October 28, 2026

Contract Administrator: Falecia Stuckey  
Falecia.stuckey@vsmconcepts.com  
(443) 621-5965

Business Size: Small, Disadvantaged, Woman Owned, 8a

For more information on ordering from Federal Supply Schedules go to the GSA Schedules at GSA.gov.
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1.1 Customer Information

a) Table of awarded special item numbers (SINs)

<table>
<thead>
<tr>
<th>SINs</th>
<th>Recovery</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>541611RC</td>
<td>Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services</td>
</tr>
<tr>
<td>OLM</td>
<td>OLMRC</td>
<td>Order-Level Materials (OLM's)</td>
</tr>
</tbody>
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b) Lowest Priced Model Number and Price for Each SIN:

- Project Manager: $98.74
- Program Manager: $138.23

c) Hourly Rates

<table>
<thead>
<tr>
<th>SIN</th>
<th>Labor Category/Service Title</th>
<th>Minimum Education</th>
<th>Minimum Years of Experience</th>
<th>Price Offered to GSA (including IFF) Year 1</th>
<th>Price Offered to GSA (including IFF) Year 2</th>
<th>Price Offered to GSA (including IFF) Year 3</th>
<th>Price Offered to GSA (including IFF) Year 4</th>
<th>Price Offered to GSA (including IFF) Year 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Project Manager</td>
<td>Bachelor's</td>
<td>7</td>
<td>$98.74</td>
<td>$101.01</td>
<td>$103.33</td>
<td>$105.71</td>
<td>$108.14</td>
</tr>
<tr>
<td>541611</td>
<td>Program Manager</td>
<td>Bachelor's</td>
<td>10</td>
<td>$138.23</td>
<td>$141.41</td>
<td>$144.66</td>
<td>$147.99</td>
<td>$151.39</td>
</tr>
</tbody>
</table>
1.2 Maximum Order: $1,000,000.00

1.3 Minimum order: $100.00

1.4 Geographic coverage: All United States and Territories.

1.5 Point(s) of production: 48 States and Washington, DC

1.6 Discount from list prices or statement of net price: 2%

1.7 Quantity Discounts: 1.0% Quantity/Volume discount for a single task order between $100,000.00 - $249,999.99; 1.5% Quantity/Volume discount for a single task order between $250,000.00 - $499,999.99; 2.0% Quantity/Volume discount for a single task order exceeding $500,000.00

1.8 Prompt payment terms: None, Net 30

1.9 Foreign Items: None.

1.10
a) Time of delivery: Specified on the Task order.

b) Expedited Delivery: The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: Contact Contractor

c) Overnight and second day delivery: The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: Contact Contractor

d) Urgent Requirements: Agencies can contact the Contractor’s representative to affect a faster delivery. Customers are encouraged to contact the contractor for the purpose of requesting accelerated delivery
1.11 **FOB Point(s):** Destination.

1.12

a) **Ordering Address:** Visions Strategic Marketing, LLC  8257 Saint Francis Drive
Severn, MD  21144

b) **Ordering Procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3.

1.13. **Payment Address(s):** Visions Strategic Marketing, LLC  8257 Saint Francis Drive
Severn, MD  21144

1.14. **Warranty provision:** None

1.15. **Export Packing Charges:** N/A Services

1.16. **Terms and Conditions of Rental Maintenance and Repair:** N/A

1.17. **Terms and Conditions of Installation (If Applicable):** N/A

1.18.

a) **Terms and Conditions of Repair Parts Indicating Date of Pars Price Lists and Any Discounts from List Prices:** N/A

b) **Terms and Conditions for any Other Services:** N/A

1.19. **List of Service and Distribution Points:** N/A

1.20. **List of Participating Dealers:** N/A

1.21. **Preventive Maintenance:** N/A

1.22.

a) **Special Attributes Such as Environmental Attributes:** N/A

b) **Section 508 Compliance for Electronic and Information Technology (EIT):** N/A

1.23. **Unique Entity Identifier Number:** 184279060

1.24. **Notification Regarding Registration in System for Award Management (SAM) Database:** Contractor has an Active Registration in the SAM database.
Labor category descriptions for Professional Services

2.1 Program Manager

2.1.1 Minimum General Experience

Requires 10 years of related business experience to include a combination of research and development, instructional design, performance coaching or practical application of program management experience. Provides governance and oversight to entire supply chain of product and process development projects. Serve as a key technology learning ambassador to our internal tech teams, external tech industry and academia communities. Study emerging trends in the tech industry and software development processes and how these trends will impact the business end users. Lead the team to build and maintain critical partnership and collaborative work with the external technical industry and clients. Conducts needs analysis to determine the skill development learning and objectives for the audience group being supported. The Program Manager provides executive Director level management to overall contract operations involving multiple programs and groups of personnel on multiple projects at multiple locations. The PM serves as primary customer interface and maintains and manages relationships with all levels of the client organization. The Director is intimately aware of overall program and business area status to include all related projects and the potential impact or risks. The PM is often considered a program level subject matter expert with unique technical knowledge. The PM is responsible for managing multiple contract work efforts and ensures quality and work performance standards are achieved on all task/delivery orders, project operations and associated risk. The PM plans and organizes the work effort and oversees the execution to include assigning resources, managing personnel, risk management, cost/schedule and overall contract Performance.
2.1.2 Functional Responsibility

Evaluates effectiveness of research and development programs, summarizes and reports evaluation findings to senior management and makes recommendations for improvement. Partners with senior management and client organizations to identify and mitigate project risks and issues. Recommends process improvement initiatives to assist with project efficiency, resource effectiveness and cost containment. Develops dashboards to show senior management current state of all projects within the portfolio and any anomalies that may impact implementation schedules. Create status reports and presentations for senior cabinet level officials as necessary. Creates long range plans to assist customers with future project development efforts.

2.1.3 Minimum Education

Minimum of bachelor’s degree in Business Management, Information Technology or related field.

2.2 Project Manager

2.2.1 Minimum General Experience

Requires 7 years in Project Manager and is responsible for all aspects of project performance and provides overall direction to all project activities and personnel. Works with moderate guidance and is responsible for applying project management knowledge, skills, tools and techniques to project deliverables, processes, and systems. Operates within defined parameters using project management methodology. Primary duties may include but are not limited to manages the development of a prescribed planning document develops project charter and governance documents with sponsors to secure project approval develops communication management plan defines project
team roles and responsibilities, develops work plan structure and project schedule develops deployment plan leads project meetings identifies, documents and prioritizes scope changes and facilitates approval process maintains and updates all project documents secures the appropriate skill sets for project sets and manages expectations with resource managers and team members provides performance feedback to team members and resource managers maintains issue log facilitates resolution of issues executes communication plans regularly reports status of reports manages and monitors ROI throughout the project lifecycle tracks and manages time and budget against plan develops testing strategy conduct project close out activities prepares and participates in quality review checkpoints obtain secure and archive necessary approvals manage and update project plan. Manages and communicates all risks and issues with their mitigation strategies. Formulates and enforces work standards, assigns project schedules, reviews work, supervises project personnel and communicates policies and organizational goals and objectives to all project personnel. Provides verbal and written skills required at all management levels to maintain complete project control for successful project delivery.

2.2.2 Functional Responsibility

Ability to create an effective team environment, build strong relationships, solving problems and issues in a matrix environment and communicating effectively at all levels of an organization. Develops status reports and presentations for both senior and cabinet level clients. Works with business partners to identify and implement small to medium projects that support achievement of simple to complex unit or corporate goals. Projects may be business and or technical software implementation or application updates in nature.

2.2.3 Minimum Education

Minimum of bachelor's degree in Business Administration, Management, Information Technology or related fields